



Posted 01/29/2015 JW
Posted 02/04/2015 JW

CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE
REAL ESTATE COMMISSION**

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: DPR.DELAWARE.GOV
EMAIL: customerservice.dpr@state.de.us

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, February 5, 2015 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

**AMENDED AGENDA
(Amended items are denoted with an asterisk)**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – January 8, 2015
- 3.0 Unfinished Business
 - 3.1 Post-Renewal Continuing Education Audit
 - 3.2 Update from Subcommittee Regarding Recommendations to Limit Online Learning
 - 3.3 Review Previously Tabled Course Provider Applications from Sussex County Association of REALTORS®
 - 3.3.1 Blueprint for Success
 - 3.3.2 Perfecting Your Listing Presentation
- 4.0 New Business
 - 4.1 Update from the Commission – Ms. Klimowicz
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Delaware Chapter of National Association of Housing and Redevelopment Officials
 - 4.2.1.1 Course Title: Understanding the Fair Housing Act
Credit Hours: 3.0
Module: 7
 - 4.2.2 Course Provider: International Association of Certified Home Inspectors
 - 4.2.2.1 Course Title: Home Energy Score for Real Estate Professionals
Credit Hours: 3.0
Module: 7

- 4.2.2.2 Course Title: Saving Home Energy for Real Estate Professionals
Credit Hours: 3.0
Module: 7
- 4.2.3 Course Provider: Kent County Association of REALTORS ®
 - 4.2.3.1 Course Title: Agency & Fair Housing
Credit Hours: 3.0
Module: 1
 - 4.2.3.2 Course Title: Professional Standards
Credit Hours: 3.0
Module: 2
 - 4.2.3.3 Course Title: Intro to Commercial Brokerage
Credit Hours: 3.0
Module: 6
 - 4.2.3.4 Course Title: Selling HUD Homes – Making It Easy
Credit Hours: 3.0
Module: 6
 - 4.2.3.5 Course Title: Technology for Listing Agents
Credit Hours: 3.0
Module: 7
- 4.2.4 Course Provider: Long & Foster Institute of Real Estate
 - 4.2.4.1 Course Title: Reverse Mortgage for Purchase
Credit Hours: 3.0
Module: 7
- 4.2.5 Course Provider: The CE Shop, Inc.
 - 4.2.5.1 Course Title: Advocating for Short Sale Clients
Credit Hours: 3.0
Module: 6
 - 4.2.5.2 Course Title: Breaking Barriers: Fair Housing
Credit Hours: 3.0
Module: 7
 - 4.2.5.3 Sign Here: Contract Law on E-Signatures
Credit Hours: 3.0
Module: 3
- *4.2.6 Course Provider: Ward & Taylor, LLC
 - 4.2.6.1 Course Title: Ethics
Credit Hours: 3.0
Module: 2
 - 4.2.6.2 Course Title: Differences Between DE and PA Transactions
Credit Hours: 3.0
Module: 3 or 6

- 4.2.6.3 Course Title: First Time Home Buyers – Guiding a Buyer into a First Home
Credit Hours: 3.0
Module: 3
- 4.2.6.4 Course Title: Real Estate Issues – Then and Now
Credit Hours: 3.0
Module: 3, 6 or 7
- 4.2.6.5 Course Title: Understanding the Agreement of Sale
Credit Hours: 3.0
Module: 3
- 4.2.6.6 Course Title: Risk Management
Credit Hours: 3.0
Module: 4
- 4.2.6.7 Course Title: Current Issues in Agency Law
Credit Hours: 3.0
Module: 5
- 4.2.6.8 Course Title: Don't Let Your Sale Fall Apart (and what to do if it does)
Credit Hours: 3.0
Module: 6
- 4.2.6.9 Course Title: Practical Tips for Listing Agents
Credit Hours: 3.0
Module: 6
- 4.2.6.10 Course Title: Quirks in Real Estate
Credit Hours: 3.0
Module: 6
- 4.2.6.11 Course Title: Navigating 2015 and Beyond
Credit Hours: 3.0
Module: 7
- *4.2.7 Course Provider: New Castle County Association of REALTORS®
 - 4.2.7.1 Course Title: Ethics in an Era of Litigation Part 1
Credit Hours: 3.0
Module: 2
 - 4.2.7.2 Course Title: Ethics in an Era of Litigation Part 2
Credit Hours: 3.0
Module: 7
- *4.2.8 Course Provider: Real Estate Institute of Delaware
 - 4.2.8.1 Course Title: Associate Broker and Broker Licensing Course
Credit Hours: 99.0

4.3 Review of Instructor Applications

- 4.3.1 Edward Adams
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 7

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Management
- 4.3.2 Carol Dehorty
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 & 2

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Ethics
- 4.3.3 Paul Olsen
Pre-Licensing Course: Real Estate Mathematics
- 4.3.4 Laura Robelen
Continuing Education: New Licensee Modules 1 – 4

Pre-Licensing Course: Real Estate Sales
- 4.3.5 Ronald Smith
Pre-Licensing Course: Real Estate Law
- *4.3.6 Frank Nowaczyk
Pre-Licensing Course: Mathematics

- 5.0 Correspondence
- 6.0 Other Business before the Committee (for discussion only)
- 7.0 Public Comment
- 8.0 Next Meeting – March 5, 2015 at 9:30 a.m.
- 9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Real Estate Education Committee

Agenda – February 5, 2015

Page 5

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.